

LENDER ALERT

Wyoming District Office

U.S. Small Business Administration



March 2003

www.sba.gov/wy

Steve Despain, District Director

UPCOMING EVENTS

March 3rd – Small Business Outreach Days – Jackson

March 4th – Women's Roundtable Meeting – Jackson

March 5th – Women's Roundtable Meeting – Casper

March 6th – Women's Roundtable Meeting – Laramie

March 11th – Women's Roundtable Meeting - Sheridan

March 18th – Women's Roundtable Meeting – Cheyenne

March 20th – Women's Roundtable Meeting – Star Valley

March 21st – Veteran's Provider Meeting – Cheyenne

March 25th – WNET Call

March 26th – 28th – SBDC Counselor Training – Casper

Congratulations Hilltop National Bank on your SBA approval for SBAExpress status!

SBAExpress – Modified Collateral Requirements

The SBA is continuing to evaluate and revise the SBAExpress concept in an ongoing effort to streamline the program and to ensure closer synchronization with lenders' established and prudent commercial lending practices. Following recent discussions with many of its lending partners, the Agency has concluded that the current SBAExpress procedures regarding collateral requirements for loans greater than \$150,000, as set forth in paragraph 1.5.B(6) of the October 1, 2002 SBAExpress Program Guide, is inconsistent with the standard practices of many lenders.

Therefore, effective February 5, 2003, with notice 5000-850, for SBAExpress loans over \$150,000, lenders must follow the collateral practices used for their non-SBA guaranteed loans, so long as those practices are commercially reasonable and prudent.

WYOMING SBA LOAN STATISTICS

For the 1st quarter Wyoming was up 86.9% in loan numbers and 126.1% in dollars. January slowed down and for the first four months we are up 62.8% in loan numbers and 39.5% in dollars.

New Report Details Growth And Recession In 2001

Small Business Economic Indicators, 2001
Analyzes Data Trends

The effects of the growth and recession of 2001 on small business are comprehensively explained in *Small Business Economic Indicators, 2001*, release from the Office of Advocacy of the U.S. Small Business Administration.

Small Business Economic Indicators, 2001 is the latest in a series of statistical analyses of small businesses and the economic forces that

affect them. According to the report, in 2001 "small businesses demonstrated resilience and strength." Moreover, "small firms as a group held their ground: the levels of employer firms and the self-employed were relatively stable compared with the previous year."

"2001 was a tough and tragic year for America," said Thomas M. Sullivan, Chief Counsel for Advocacy. "Recession and terrorism pummeled our economy, and small business took the brunt of the blows. Yet, like the rest of America, small business owners refused to let events drag them down. We knew this was true from anecdotal evidence, but now the data support this as well," he said.

Small Business Economic Indicators, 2001 contains data detailing the macroeconomic shocks to the economy in 2001. Data tables covering economic trends include: macroeconomic indicators, indicators related to small business, U.S. business measures, number of employer firms by state, number of self-employed by state, employer firm formation and termination rates by state, business bankruptcies by state, financial information by state, and more.

The report was produced by the Office of Advocacy, which examines the role and status of small business in the economy and independently represents the views of small business to Congress and the President. It is the source for small business statistics presented in user-friendly formats and it funds research into small business issues. For more information, visit the Office of Advocacy website at www.sba.gov/advo.

SMALL BUSINESSES URGED TO PREPARE FOR NATIONAL GUARD AND RESERVE CALL- UPS

Preparing for Potential Disruption is the Key to Continued Success

Small business owners and small businesses with essential employees who are members of the Reserve or National Guard should have a plan in place to work through any potential disruption that may result from a broad call-up to active duty.

"A call to duty of a key employee can be disruptive for a small business that is not prepared," said SBA Administrator Hector Barreto. **"It is essential that we at the SBA provide small**

business owners and employees involved in defending our country with the information they need to prepare for time away from the workplace."

The SBA Office of Veterans Business Development has created a new Web site where small business owners or small businesses with key employees who are members of the Reserve or National Guard can find relevant information. The first phase of the information website, <http://www.sba.gov/reservists/>, is part of a comprehensive plan to provide members of the National Guard and Reserve who own or are an essential employee of a small business with timely information on all SBA programs and services available to them if and when they are called to active duty. Through a vast array of programs and services, the U.S. Small Business Administration provides tools to assemble and enact a plan designed to prevent or reduce the potential disruption caused a business by the sudden absence of a key player. The SBA and its resource partners offer managerial, technical and financial assistance, counseling and training to assist small business with any conceivable business-related issue, from how to market their products and services, to financial assistance, to what to do if called to active duty.

Salient among these programs are: basic 7(a) loan guarantee, SBA's primary loan program to help small businesses obtain financing while they may not be eligible through conventional channels; disaster loans for eligible small businesses affected by the call-up; debt relief on SBA loans in the form of repayment deferrals, interest rate reductions and other assistance.

The site has a list of Veterans Business Development Officers nationwide, information on financial options, business counseling and training and other SBA resources. Thus far, since the attacks on America on Sept. 11, 2001, more than 100,000 Reserve and National Guard members have been called to active duty. In anticipation of additional call ups, the SBA has taken these steps to ensure that eligible small businesses are informed of these services. For more information about SBA programs and services for veteran-owned businesses, visit the Office of Veterans Business Development Web site at www.sba.gov/VETS/. For more information about assistance for businesses with key employees in the National Guard or the Reserve, visit the new Web site at www.sba.gov/reservists/.